Sociocultural Level of Analysis Vocabulary

Define each of the following terms in your own words. Then use each of the terms in a useful sentence.

1. Attribution
2. Stereotyping
3. Ethnocentrism
4. In group
5. Out group
6. Situational attribution
7. Dispositional attribution
8. Social learning theory
9. Modelling
10. Vicarious reinforcement
11. Culture
12. Cultural norms
13. Conformity
14. Compliance
15. Reciprocity principle
16. Door in the face
17. Foot in the door
18. Low-balling
19. Hazing
20. Self-serving bias
21. Fundamental attribution error
22. Hindsight bias
23. Social Identity Theory
24. Cultural dimensions
25. Individualism
26. Collectivism
27. Emic
28. Etic